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1. FAQ's

- **How do I learn more and register?**

For scheduling demos, group training, registration inquiries, or any other technical assistance/information, please contact jmiller@skidmorepump.com. Or reach out to any other Skidmore contact and request to speak with John Miller.

- **How do I size my system?**

For recommended receiver sizing, condensate pump, and vacuum requirements, please use the online calculator on our website at <http://skidmorepump.com/resources/calculators>. You will be asked to provide the necessary criteria and recommended sizing will be calculated and displayed. System sizing will be integrated into the configurator software soon. For further assistance, please contact our talented inside sales team at quotes@skidmorepump.com.

- **How do I select my pump?**

Pump selection in the Skidmore Configurator is as simple as entering your required operating point and selecting from the search results. All pump selections will be displayed that meet your criteria within a set margin of error. Thumbnails of the curve are displayed along with each result, allowing for ease of comparison.

- **Why is my pump model number different than before?**

To integrate our pump model scheme more easily into the software, a new nomenclature will be adopted for all selections through the configurator. This scheme will be more informational regarding the physical build of the pump, and less focused on the desired operating point. All old pump models can be cross referenced to the new model number using the provided documentation.

- **Can I price special options myself?**

As a representative user, you will not be able to add pricing to any created special options. You are encouraged to create options complete with descriptions of the required equipment, and then forward the request via email, including the quote number, to our inside sales team. They will then verify and enter the pricing and notify you to return to your quote to view.

- **How do I brand quote documents with my logo?**

Many of our outside representatives have already given us their branding material, so please check your quote documents to make sure this feature is not already set up. If it is not and you would like to request this feature, send us the material you would like us to use and we will gladly implement it for you.

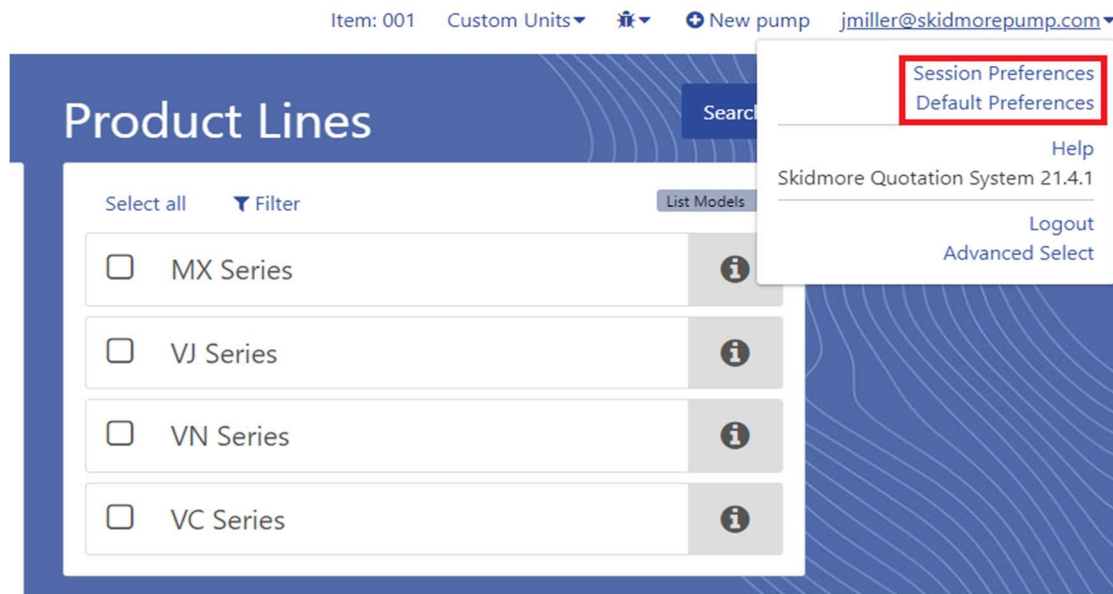
2. Getting Started

- **Account Registration**

Please contact jmiller@skidmorepump.com for help getting registered. You will receive an email with a link providing instructions to complete the process.

- **User Preferences**

Before you begin quoting, it might be useful to browse the user preferences. Here you will be able to change/personalize your selection experience if desired. The appearance of the data/curve can be controlled here, along with other interface features such as units of measurement. These preferences can be changed on the User and Organizational Unit levels. For Org Unit preference changes, please contact Skidmore to submit your request. To modify the User preferences, hover over the account email in the upper right of any screen and select the appropriate method from the dropdown menu.



3. Quick Configure

- **Pump and Receiver Sizing**

For recommended receiver sizing, condensate pump, and vacuum requirements, please use the online calculator on our website at <http://skidmorepump.com/resources/calculators>. Here you will be prompted to enter the known values of your system (i.e. condensate return rate, pump discharge piping info, etc....). Once you have determined the receiver size and pump requirements for your system, click on the link to log into the configurator.

- **Pump Selection**

Once signed in click on the **"Select Equipment"** >>>> **"Select Pump"** options to reach the inputs page. Here you will enter your pump requirements, select the product lines to be searched, and click the search button to view your results.

Inputs

Item: 001 Custom Units New pump

Quick Select

Advanced Select

Flow: 30 USgpm Head: 45 psi

Apply load profile: None Site Supply Frequency: 60 Hz

Search criteria: All suitable speeds

More

Product Lines

Deselect all Filter List Models

- ☒ MX Series
- ☒ VJ Series
- ☒ VN Series
- ☒ VC Series

Use the thumbnails and pump data to make the optimal selection.

Results

Thumbnail Curves Compare (0)

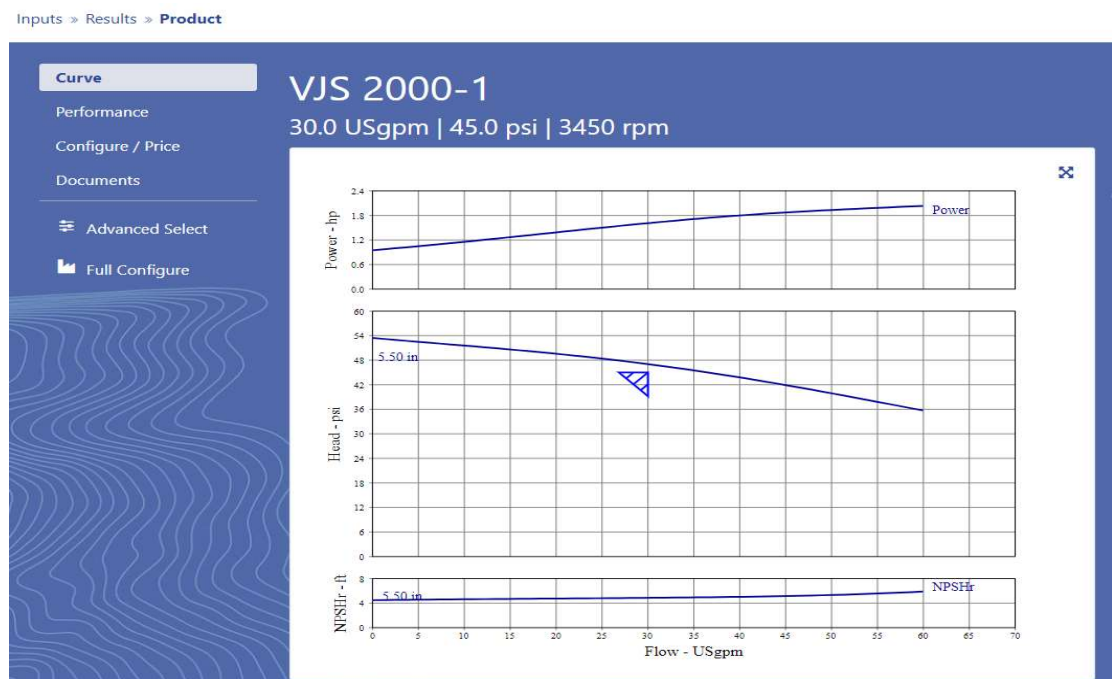
30.0 USgpm | 45.0 psi

Sort by: Custom Hide Near Misses Show/Hide columns

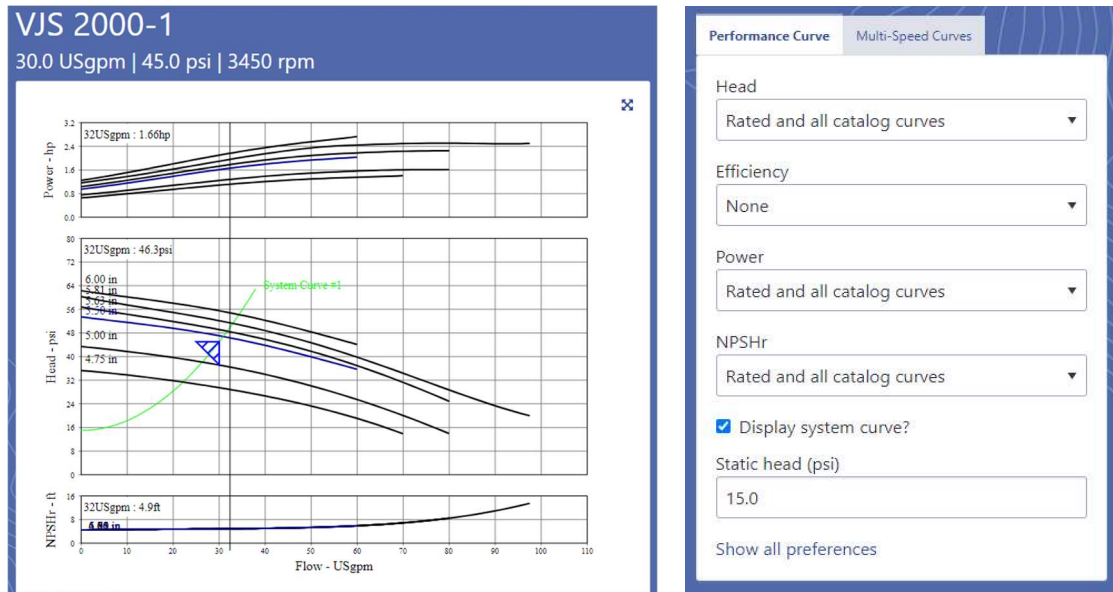
	Size	Speed (rpm)	Motor poles	Actual flow (USgpm)	Power, rated (hp)	NPSHr (ft)	Price Index
★	VNS 2000-1	3450	2	30.0	2.47	0.5	3.00
★	VCS 3000-1	3450	2	30.0	2.54	3.5	2.00
★	VJS 2000-1	3450	2	30.0	1.61	4.9	1.00
★	VCS 2000-1	3450	2	30.0	2.73	7.2	RFQ

< Previous 1 Next > Results per page: 10

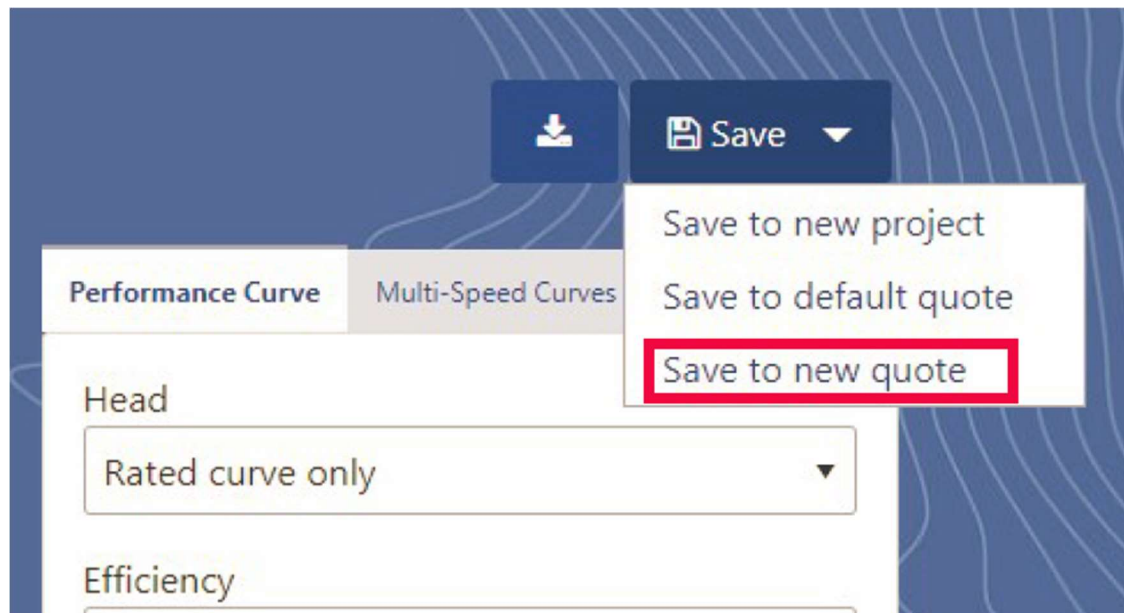
Then verify that your pump data is suitable on the full-scale curve.



You can edit the information that is displayed, including family curves, system pressure-drop curves, or any of the preferences from the **“Performance Curve”** pane on the right side of the screen.



Once you are satisfied with the appearance of your curve, it is important to take the time to **save your quote at this point**. You will be asked to provide whatever project information you have available, and a quote number will be assigned upon completion. The quote number will be used to return to the quote for edits or as a reference for any assistance needed from Skidmore sales.



“Save to new project” – Projects may contain multiple separate quotes and are the highest level item in the structure. Should be used rarely/never.

“Save to default quote” – Your “default quote” is a user specific standard configuration that you may customize and save. It will always be available from the dashboard. This feature is useful if you often quote similar systems. It provides the ability to jump straight to a preferred selection/configuration and make edits. You may then save to a new quote.

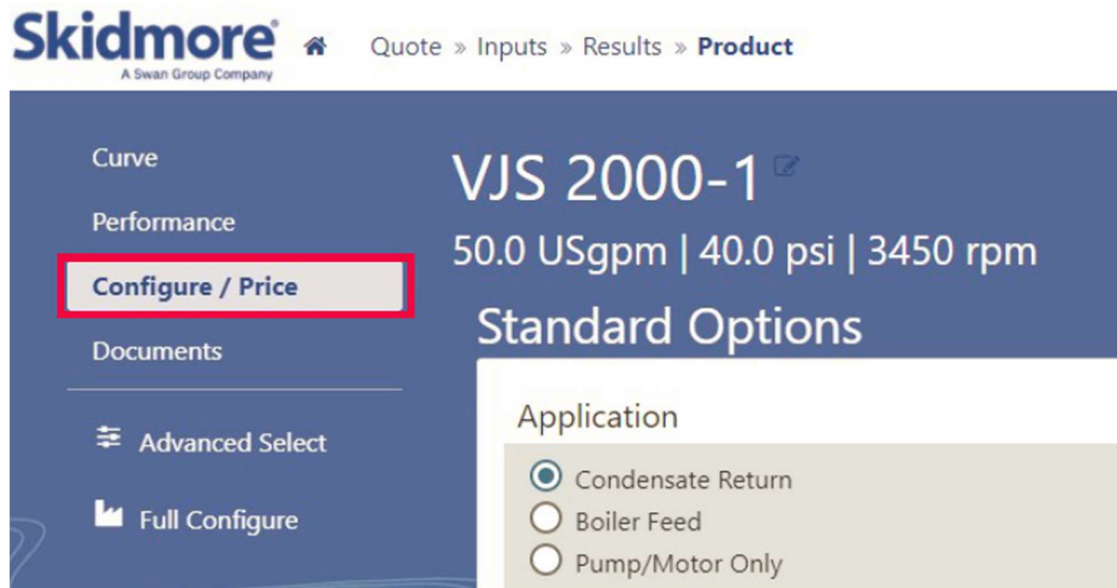
“Save to new quote” – This option is the most common/preferred save method. It will open a pop-up window (shown below) for you to enter basic information and save the quote to a new quote number.

Please take the time to fill out the job/customer information to the best of your ability. Your organization will have a preloaded profile with all sales office contact information loaded upon entering your company name under **“Customer Name”**. Once you are finished simply click the **“Recalculate”** (if available) and then the **“Save”** buttons in the upper left to assign a QT number and save your quote. The pop-up window will close at this time.

Note: The quote number will be automatically generated upon initial save.

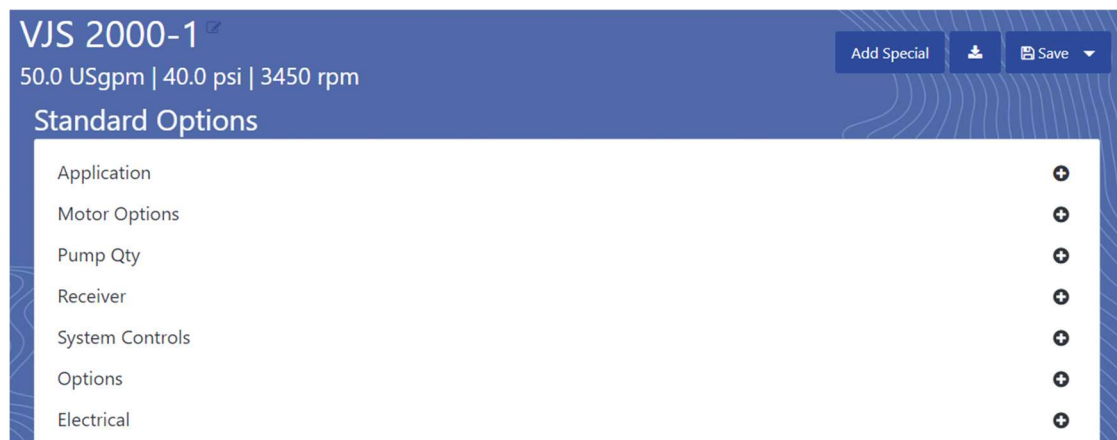
- **System Configuration**

Once you have saved your pump selection to a quote, click on the “**Configure / Price**” button on the left pane to enter the system configuration page.



Then you may proceed to select the required options for your system. Compatible options are displayed, and any incompatible options are removed automatically. Simply select the appropriate options for your quote. It is best to work top down as the primary options selected near the top can impact the available options further down the page. The hierarchy is as follows:

Pumps>>>Receiver>>>Controls>>>Options/Accessories>>>Electrical Panel



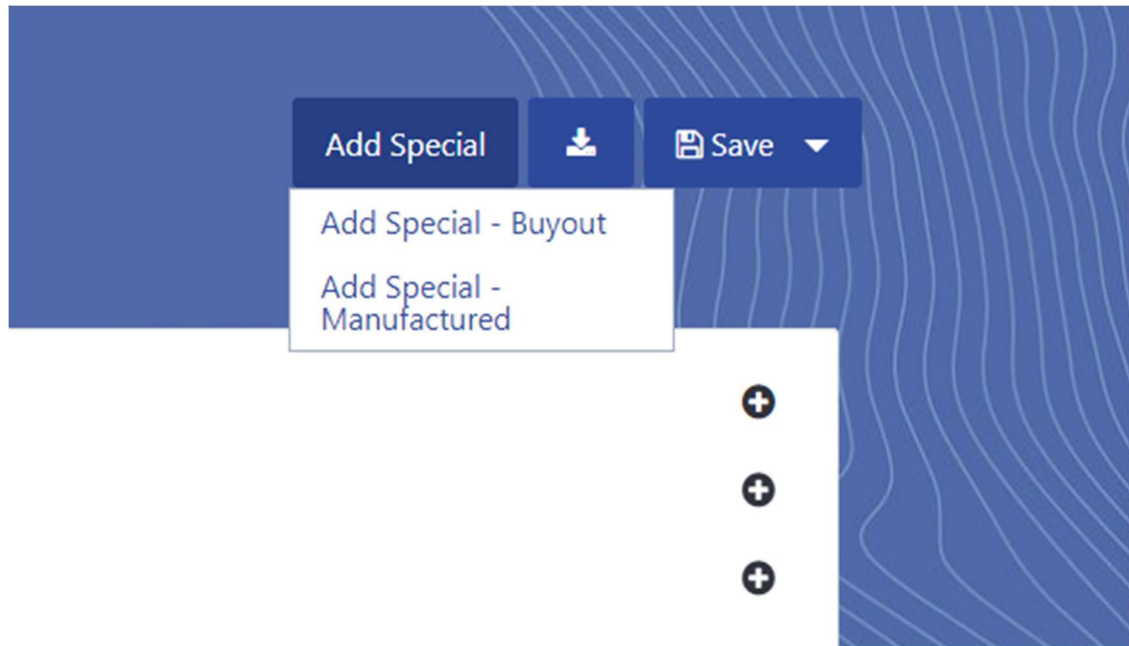
Please review all lower-level options when a higher is changed, as the compatibility may be impacted. **Incompatible options will become deselected without warning.**

For systems with all standard options, please proceed to Section 5 (“**Quote Manager**”) of this guide to complete your quote/submittal documents. For special requests and advanced techniques, continue to the next section.

4. Added Specials (RFQ)

- **Creating a Special Option**

If an opportunity calls for “Special” options not included in the software, you will be given the capability to add such custom/off-menu items. First click on the “**Add Special**” button in the top right near the “Save” button. If the option will be a fabricated feature/component at our factory, hover over the “**Added Special – Manufactured**” option and slide over to the appropriate category to place this option. Similarly, if the request is for a purchased component, hover over “**Added Special – Buyout**” and select the category that best fits your request.



Once selected, you will be prompted to enter a description and quantity for the option you are requesting.

A screenshot of a dialog box titled 'Override' with a close button (X) in the top right corner. The dialog contains several input fields: 'Description:' with the text 'Lower Standard Return Height by 2"', 'Enter Base Price:' with a '\$ RFQ' field and a '(Multiplier: 0.58)' label, 'Quantity:' with a '1' field, 'Lead Time:' with a '0' field, and 'Source:' with an empty field. At the bottom left, there is a checked checkbox labeled 'Show Customer'. At the bottom right, there are two buttons: 'Update' and 'Cancel'.




You will then see the description you entered appear in the selected category on the price sheets and the configurator page.

- **Request Special Option Pricing**

To receive pricing for a special option, simply email the quote number and nature of the request to quotes@skidmorepump.com. Our team will evaluate the request and, if we agree to provide the requested item, will log into your quote to enter the pricing for that option. They will respond to your email to notify you that your option pricing is complete. You may then return to your completed quote.

- **Optional Adders**

Some options may have additional features available, such as editable descriptions, quantities, and the ability to toggle whether the option will be priced as an adder or included in the unit cost. It is often advantageous to submit extravagant options from the specification as “Adders”. This is a great way to meet the spec requirements while keeping the cost of a potentially unnecessary option out of the unit grand total. All “Added Specials” will have this option available, along with select standard options. To access these features, click on the “**edit**” icon next to any option.

Additional Options	
<input checked="" type="checkbox"/> Suction Isolation Valve	2 × \$ 275 
<input type="checkbox"/> Lifting Eye Bolts	\$ 231 
<input type="checkbox"/> 24" Angle Iron Stand	\$ 2,552 

Override ×

Description:

Suction Isolation Valve

Enter Base Price:

\$ 474 (Multiplier: 0.58)

Quantity:

2

Lead Time:

0

Source:

☒ Show Customer

Included ☒ Optional

Update

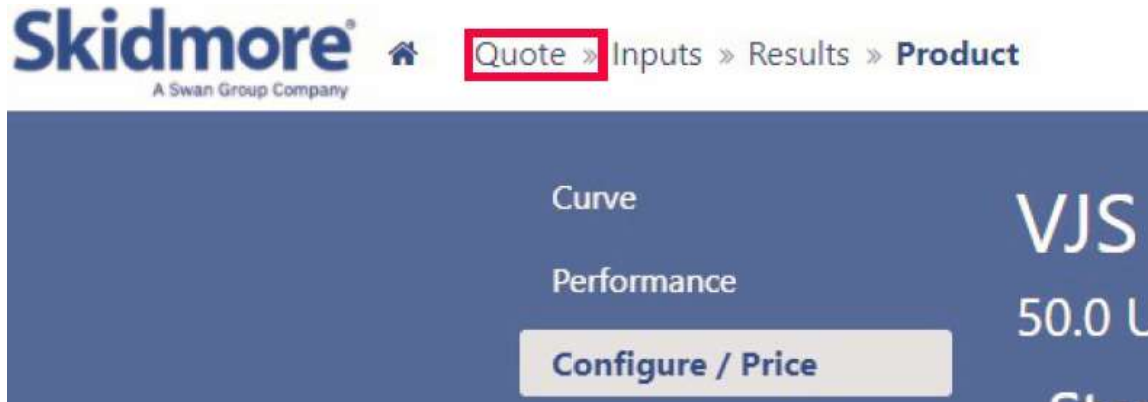
Cancel

For more information on “Optional Adders” or any other advanced/editable features, contact our sales team for training.

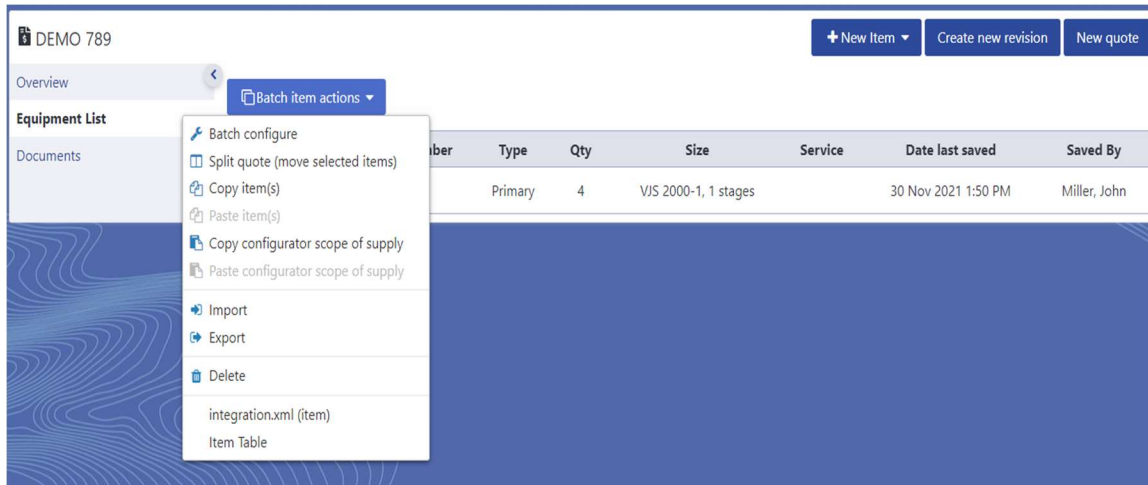
5. Quote Manager

- **Equipment List**

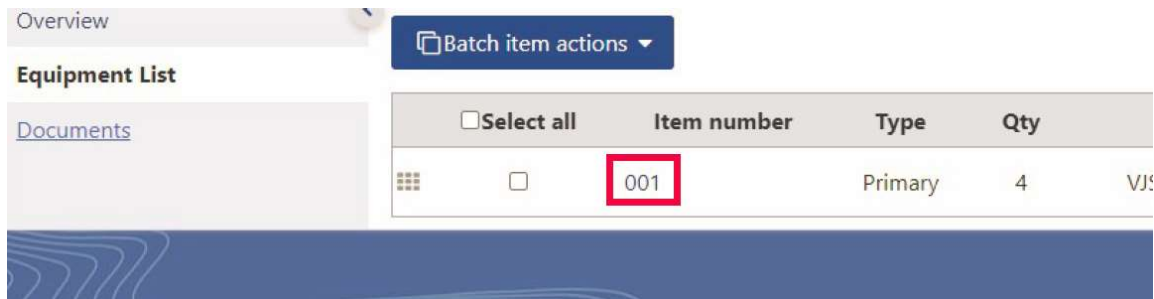
Once your pump selection and system configuration are complete and you are ready to compose your submittal, return to the Quote Manager by clicking the “**Quote**” button in the page directory (upper left of page).



You will then be directed to the Equipment List on the Quote Manager page for your quote. Here you can review basic information and pricing for each item within your quote. You can also perform other tasks such as adding a new item (system) to your quote, copying, or deleting items, and more.



If at any time you wish to return to the **configurator** or **selector** for a particular item, click on the linked item number in question.



Overview

The “Overview” tab on the left pane of the quote manager will take you to a section where you can manage/enter all available information regarding end users or your rep firm. Please return to this section whenever you receive new information on the customer (i.e. shipping address, nature of business, etc). Although none of this information is required aside from your (company’s) contact info, it will help us build a powerful database that can be leveraged in the future to your benefit.

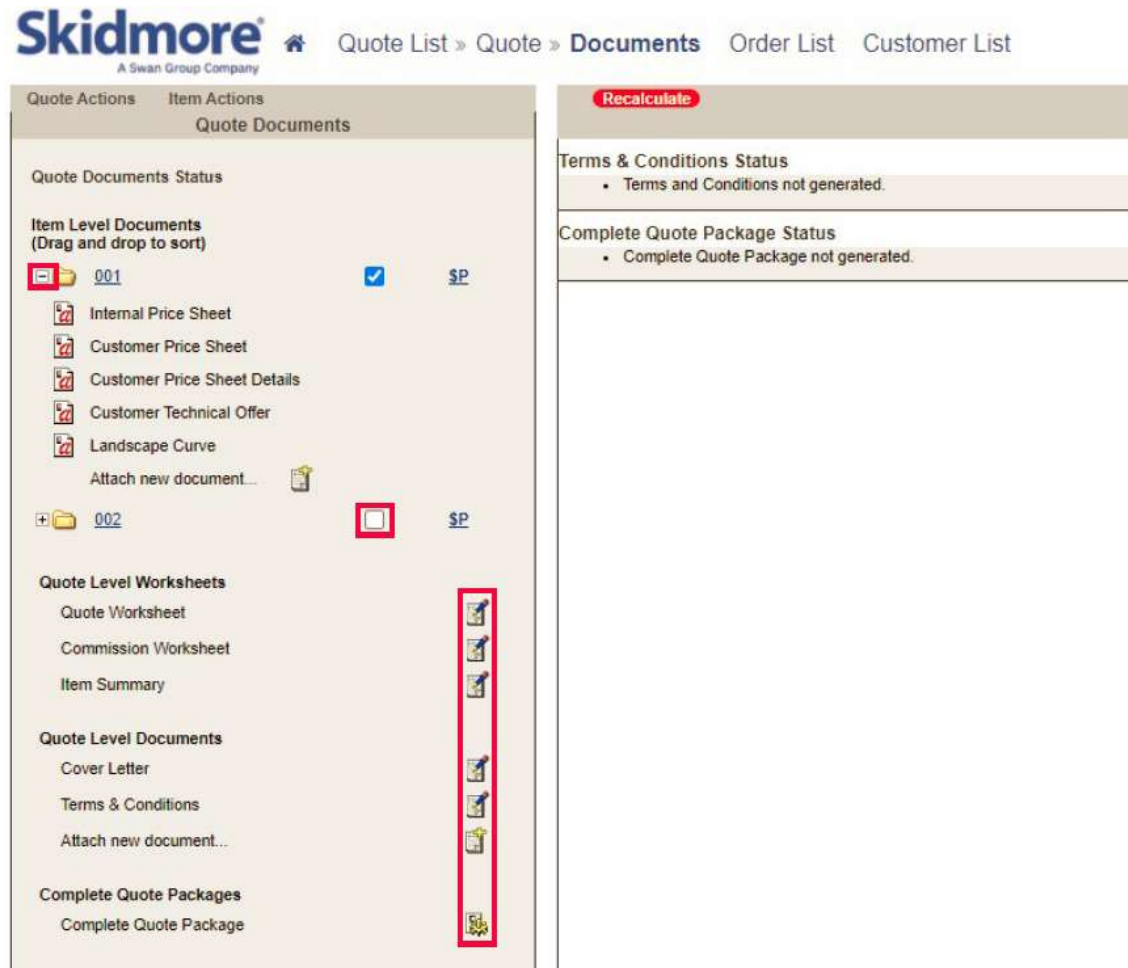
The screenshot shows the 'Overview' tab form. It includes fields for 'Quote number' (DEMO 789), 'Project name' (Mech Room 1), 'Quote type' (Firm), and 'Quote status' (Opportunity). There are also fields for 'Customer name' (ABC Contracting), 'Customer reference' (John Doe), 'Engineering contractor name', and 'End user'. The form is divided into sections for 'Basic Quote Information', 'Customer And End User', and 'End user name'. The 'End user name' section includes fields for 'End user city', 'State/Province', 'Country', 'Office Phone Number', 'Mobile phone number', 'Office Fax Number', 'E-mail Address', and 'Country of installation'.

Composing a Submittal (Documents)

The “Documents” tab on the left pane is where you will compose a complete submittal. If you only require simple pricing and description information you may click on the “Customer Price Sheet” and download directly to your PC/Smart Phone. If you would like to compose a full professional submittal, proceed to the “Advanced Documents section shown below.

The screenshot shows the 'Documents' tab form. It includes a 'DEMO 789' header and a 'Documents' sidebar. The main area displays the 'Advanced Documents' section. There are checkboxes for 'Select all', 'Internal Price Sheet', 'Customer Price Sheet', 'Customer Price Sheet Details', 'Customer Technical Offer', and 'Landscape Curve'. At the bottom, there are buttons for 'Generate PDF' and 'Generate ZIP'.

The pane on the left is to be used for navigation. To view/generate any of the built-in documents, click on the edit icon to the right of the document title. The documents are grouped into 3 “levels”: item level, quote level, and complete quote package. To view the item level documents, click on the + symbol next to the item number. To exclude an item number from the quote package, uncheck the corresponding blue checkbox.



To edit your cover letter, click on the edit icon shown below.



You may then populate the editable fields with your desired information. The large field in the body of the cover letter is designated to add notes, substitutions, or exceptions. The dropdown lists at the bottom contain pre-loaded terms and conditions. If you would like to add your terms to this dropdown list, simply provide the text to Skidmore and identify the field to which you wish to have it added. The default selections represent Skidmore's terms to your organization.

Admin Generate Cover Letter

Cover Letter Construction Cover Letter + Summary / Separate Pages Price Itemized

Quotation

Date : 17 Dec 2021

To : ABC Contracting
1234 Anywhere Ave
Someplace, MI 48473
555-555-5555

Attn : John Doe
jjmiller5658@gmail.com

Your reference :
Project : Mech Room 1
Quotation number : DEMO 789
Revision :

We thank you for your above referenced inquiry, and are pleased to submit our quotation for your consideration.
Please see the next page for a summary of our offer. Full details can be found in subsequent pages.

We hope you find our quotation in line with your requirements. However, if you have any questions, please do not hesitate to contact us.

Sincerely,

John Miller
Skidmore Sales
Email: jmiller@skidmorepump.com

CC:

Quotation Summary

[Item summary will be automatically generated here]

SCOPE OF SUPPLY: Only the material detailed in this quotation is being offered

VALIDITY: This quotation is valid for 30 days.

PRICE: The price quoted is for all items purchased at one time

PAYMENT TERMS: Net 30 days

FREIGHT: Do not display

PACKAGING: Do not display

WARRANTY: 12 months from installation or 18 months from shipment whichever is the sooner

START-UP: Not included

QUALITY STANDARDS: Do not display

EXPORT CONTROL: Commercial Products (Domestic and Export)

TERMS AND CONDITIONS: Do not display

Once complete, click the "Recalculate" button (if available) at the top of the main window. Then click the "Generate Cover Letter" button directly to the left of it. These actions will take you to a preview of the cover letter for your review. Once it is acceptable, you may proceed.

Admin Generate Cover Letter Recalculate

Cover Letter Construction Cover Letter

Date : 29 Dec 2021

To : ABC Contracting
1234 Anywhere Ave
Someplace, MI 48473
555-555-5555

Attn : John Doe
jjmiller5658@gmail.com

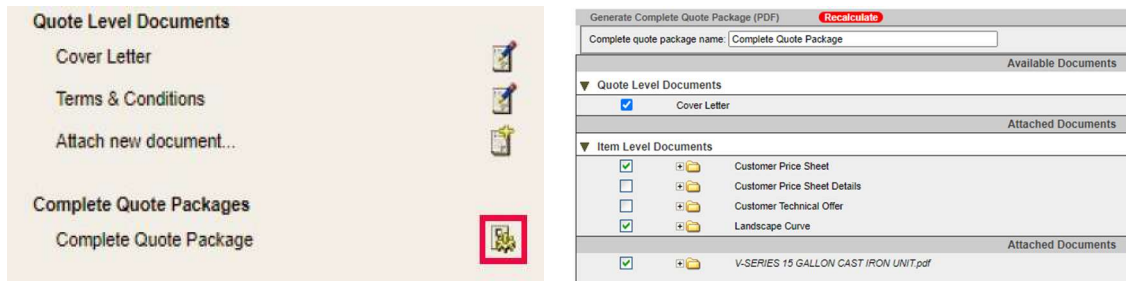
We thank you for your above referenced inquiry, and are pleased to submit our quotation for your consideration.
Please see the next page for a summary of our offer. Full details can be found in subsequent pages.

Notes:
1. This is to demo an affective format for transmitting notes or exceptions.
2. You can type any messages on the project regarding pricing, technical data, or other information.
3. Example: Tank thickness shall be 5/16" ILO 38"

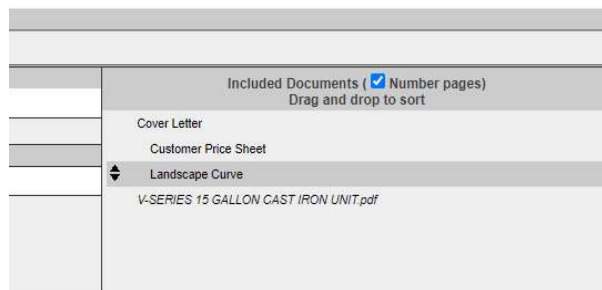
To add a drawing to a standard unit, we have provided our submittal book in library form (soon to be automated). Drop down the list of documents under the desired item. At the bottom of the list, click “Attach new document...”. Then open the library folders and browse to the applicable document. Select it and click “Attach” at the bottom of the screen.



You may also browse your computer or network for files and attach them via this method. Once you’ve attached all the desired documents to your quote package, click the edit icon to the right of “Complete Quote Package” to view the selection/composition page for all documents. You may select/deselect all documents for inclusion in this window. Open the document folders to select/deselect documents down to the item level. The selections below are recommended for best results. You may also alter the order of the documents in the pane on the right by simply drag/dropping the titles into the desired order.



🔍 + New Item ▶ jmillier@skidmorepump.com ▶



Once the correct documents are selected and the order is set, click “Generate Complete Quote Package”, and review your documents. You may then download the package and submit to your customer.

6. End User Submittal

- **Branded Documents**

Your firm may already have provided branding logos. If so, it should automatically apply them to your documents based on your Org Unit. If this has not set up, please contact Skidmore Sales and provide the digital logos. We will have them deployed to your documents for future quotes.

- **Reseller Margin**

To produce fully branded submittals for your end user with your sell pricing included, ensure the branding has been set up per the previous section. To add your markup to the documents, navigate to the configurator page of the Item in question. Notice the running total and lead time on the right side of the bottom bar. Click the edit icon next to this information and add your markup as a percentage of the total price. The system will calculate the new pricing and apply it to all price sheet documents.

VJS 2000-1
50.0 USgpm | 40.0 psi | 3450 rpm

Standard Options

Application

- ☒ Condensate Return
- ☐ Boiler Feed
- ☐ Pump/Motor Only

Motor Options

Motor HP

- ☒ 2 HP

Supply Voltage

- ☒ 208 V
- ☐ 230 V
- ☐ 460 V

Enclosure Type

- ☒ ODP
- ☐ TEFC

Pump Qty

- ☒ Simplex
- ☐ Duplex

Receiver

Phase

- ☐ Single
- ☒ Three

Nominal Speed

- ☒ 3450 RPM

VJS 2000-1.02 Pump/Motor Assembly (502)

- ☒ 2 HP - 208/3/60 - 3450 RPM - ODP Capable of: 50 GPM @ 40 PSI (5.3 Ft. NPSHR) 1-1/2" NPT Disch.

4x\$ 1,021

Price: \$ 9,568

Lead Time: 6.0wks Price: \$ 9,568